

## LABOR CONDITIONS MUCH IMPROVED

CHILDREN ARE NOW WORKING AT ONLY THE LIGHTEST OF TASKS.

FACTORY WAGES NOT HIGH

Only 8,300 Men Working in Shops Draw as Much as \$25 Per Week —and Only 235 Females Earn Over \$20.

Jefferson City.

That there was a decided improvement over 1913 conditions when it comes to child labor was indicated by returns from 10,485 factories and workshops made to the bureau of labor statistics, they employing only 1,715 children between the ages of 14 and 16, 2,685 working in the previous year. Boys over 14 and under 16 totaled 300, and were chiefly used to run errands, deliver bundles or at similar light tasks. Girls numbering 1,325 were employed at light tasks in binderies, etc., and while the work is not physically harmful, it adds nothing to their mental development.

When it comes to Missouri factory wage earners, the majority in 1914 earned from \$15 to \$20 a week, more than 40,000 coming under this classification. Those that drew over \$25 per week only aggregated 8,376, and there were 18,739 who earned from \$20 to \$25 a week.

Female factory toilers fared worse there being only 10,942 who earned from \$5 to \$7 per week, and only 235 who made over \$20 for the same period.

### Ordered to Return Money.

State Auditor John P. Gordon declined to comment upon Prosecuting Attorney David W. Peters' letter to him demanding that he return to the state treasury \$404.11 expended by himself and his son Maurice Gordon in attending conventions of auditors and of supervisors of building and loan associations at Salt Lake City and San Francisco.

It is known that the auditor bases his authority and that of his son to use of their contingent fund upon an opinion from Attorney General Barker to Edwin P. Deal. Barker held in the question affecting Deal's contingent fund that that official had sole control over it.

The prosecuting attorney in his letter gave Gordon until October 20 to comply with his demands.

He says that if the money is not refunded by October 20 he will file an information under Section 11,842 of the Revised Statutes of 1909.

Auditor Gordon's expense account is for \$202.21, from Aug. 11 to 24.

Maurice Gordon's expense account totaled \$202.90 from July 22 to the 3d of August.

### Baseball for Felons.

The convicts in the Missouri penitentiary are to have recreation or playgrounds soon. Warden McClung has put a large force of convicts at work inclosing and clearing eight acres of land belonging to the state and adjoining the east wall of the prison. It will be walled in like the penitentiary proper, and arrangements will be made for baseball and other outdoor sports. A swimming pool and shower baths will be added. A swimming pool has been installed in the women's department. Benches will be placed on the grounds for the women prisoners, and some extra space will be planted in flowers. It develops that the matron of this department has been running a night school there, largely on her own notion, for the last five months, and with extremely gratifying results.

### State Employees.

The state government and the 114 counties and municipalities give employment to 15,573 men. Sheriffs numbered 259 and policemen who were in regular uniform and drawing salaries, 2,623. Then there were 250 detectives, 545 marshals and constables, 1,494 firemen and 205 soldiers, sailors and marines.

### New Drainage District.

Under a pro forma decree of the circuit court of St. Charles county a charter was issued to the Cottleville drainage district. The incorporators are Thomas W. McCluer, John Guttermuth, Arthur McCluer and other land owners.

### Missouri Wage Average.

Wages paid by Missouri manufacturers are on a par with those given wage earners following similar occupations in other manufacturing states. Nowhere is the average wage higher.

## GETTING A START

By NATHANIEL C. FOWLER, Jr.

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### GETTING A BETTER POSITION.

The stagnant pool is useless and a menace to health. Its water is unfit to drink, and its sluggishness will not turn a water wheel. It either dries up or it remains a blot on the landscape.

The man who stays where he is, without thinking of bettering his condition is like the stagnant pool, for sooner or later, unless he attempts to create a current, he will, like the pool, dry up or else remain an unwelcome member of society.

Conversely, however, there is always as much danger in attempting to rush as there is in remaining placid. The mountain torrent, although active, does not have the body or the quantity of energy necessary for utilization.

However profitable your position may be, you have a right to consider advancement, but when you carry this consideration beyond the lines of ordinary caution, and plunge, leap and run, you are likely to dash yourself to pieces and to be no better off—perhaps worse off—than you would have been had you remained at a standstill.

Do not be dissatisfied with your lot to the extent of making yourself miserable. Be dissatisfied only in so far as it will encourage you to look ahead and to attempt, with the use of your common sense, to better your condition.

Do not make a move until you are reasonably sure that it will lead to improvement; and, further, do not take undue chances.

If you have a family or others dependent upon you, you have no right to jeopardize their interests and your own by taking speculative chances.

Plant yourself firmly upon the rock of your present position. Reach out into the unknown with both your hands. Look for opportunity. When you think you have found it, subject it to every reasonable test, for half of that which masquerades under the name of opportunity is no firmer than the idle wind which seems to come from nowhere and to go nowhere.

Half of the failures of the world are due to stagnation, to placidity, to a refusal to move when opportunity suggests it, and the other half is made up of those men who are forever dissatisfied, discontented, and over-ambitious; who, without thought, jump for the first line that dangles before them, without waiting to see whether the other end is firmly fastened.

Thousands of young men have thrown up present positions because something else seemed better. They knew how badly off they were where they were, and they did not investigate the future or attempt to analyze apparent or real opportunity. They plunged ahead, leaving a good foundation, that they might reach what appeared to be higher ground, and many of them floundered in the quicksand between.

Keep your feet firmly planted upon the foundation of the present, always looking ahead and upward. But look, and keep on looking, for days, and weeks, and months, and years, before you allow this looking to influence your action, or until you have reasonable proof that what seems to be is a reality.

The ship without an anchor is as unsafe to navigate as one with torn and battered rigging.

### DON'T ANTAGONIZE.

Nobody asks you to shelve your independence or to forget your individuality. You have a right to your opinion, and there is no reason why you should not express it and live up to your convictions. There is a vast difference, however, between displaying manly courage and carrying a chip on your shoulder.

If you are in business, your success will be dependent, not wholly upon your trading ability, but upon your personality, and the way you treat your customers and those with whom you come in contact.

Millions of dollars' worth of trade has been lost because salesmen have vented their spleen upon their customers, have annoyed them in little as well as in big ways, and aroused in them a feeling of antagonism, which is sure to react against the store, as well as against the salesman in it.

A great many people will tell you that they avoid certain stores and certain salespeople, simply because they are not treated with common courtesy, and because the sellers do not seem to be interested in them as buyers.

Few salesmen seem to realize that courtesy—plain and simple politeness—is one of the greatest selling assets and that it contributes largely to success.

One may not be by nature a good seller of goods, and he may be deficient in many other respects; but, if he is uniformly courteous, if he shows a marked interest in the customer and is obliging, he is likely to sell more goods than is an expert salesman who fails to realize the importance of courtesy.

The popular salesman not only makes, but holds, customers.

Thousands of buyers will wait a quarter of an hour, or even longer, in order to trade with their favorite salesman. They feel at home with him. He meets them with a smile, and is, or appears to be, interested in their affairs, although he is not obtrusive. The customer instinctively feels his friendship.

Courtesy is valuable in every walk of life, in business and out of it. The polite man or woman is always popular, provided he does not carry his courtesy into flattery.

The popular man is not always the man of great intellect, but he knows how to make friends, by a charm of manner, by a kindness of spirit, which is readily felt, by a real or apparent unselfish interest in those with whom he is associated.

Popularity counts in business, and counts mightily. Popularity makes friends, and friends in the mart of trade mean customers.

Those little things, which may seem to be of no account, frequently stand between success and failure.

The great trouble with people nowadays is that they look into the clouds and prepare themselves to handle matters of importance, forgetting that things of consequence are but collections of little things, and that nothing great can be accomplished until the accomplisher has perfected himself in the small matters which collectively produce the finished product.

Not what you do, if you are on the firing line of business, but how you do it, counts.

### In Venezuelan Forests.

There were many good rubber forests in the interior of Venezuela in the old days, and for several years I was engaged, sometimes alone and sometimes in partnership, in outfitting—"grubstaking"—native rubber cutters, and then buying the crude rubber upon their return to my camps, writes an explorer. My own profit on the rubber was about 500 per cent, but this did not, as you may think, represent an imposition on the natives, since my own posts were far in the interior, and I had a lot of trouble in getting the product out to transportation. One of my routes of travel was by the many lagoons and rivers which indent the Venezuelan coast, by means of which men in canoes can penetrate far into the interior of that wild region. The Guawoona country was at the end of a considerable chain of lagoons, and where the ground rose rather abruptly into the hilly and almost inaccessible forests. This was good rubber country and, though the Guawoona natives never brought down any rubber, they were exceedingly jealous of anybody invading their chosen domain.

I had several bands of halfbreeds working for me who would hunt rubber as a miner does gold. No chances were too great if they promised a good haul of rubber. Several sanguinary conflicts had occurred with the Guawoona, and I almost decided to forbid my men entering their territory, although there was little hope of controlling these resolute natives or knowing where their trails would lead once they plunged into the tropical jungles.

### Some Difference.

"Now, dis am de question, pahson:" stated Brother Shimpaw. "When de millennium comes will folks quit working?"

"No, sah!" replied sage old Parson Bagster. "Dey will quit bein' worked."

—Kansas City Star.

### A Forced Loan.

Sport—I say, old chap, can you let me have two fives for a ten? Long—Sure. Here they are. Sport—Thanks. I'll hand you the ten in a day or so.

"Don't nurse opportunity too long—take it into active partnership with you at once, lest it leave you for other company."

**Weather Signs.**  
"Husks are very thick on the corn, and it looks as if we would have a long, cold winter," said the weather sharp.  
"There's another sign which is more convincing to me than the thick cornhusks," replied his neighbor.  
"And what is that?"  
"The thin lining on my winter overcoat."

### TOUCHES OF ECZEMA

At Once Relieved by Cuticura Quite Easily. Trial Free.

The Soap to cleanse and purify, the Ointment to soothe and heal. Nothing better than these fragrant super-creamy emollients for all troubles affecting the skin, scalp, hair and hands. They mean a clear skin, clean scalp, good hair and soft, white hands. Sample each free by mail with Book. Address postcard, Cuticura, Dept. XY, Boston. Sold everywhere.—Adv.

### Dark Doubt.

"I say, here's a man discovered the Arctic continent."

"Who saw him do it?"

## A Bad Stomach Is a Foe to Be Feared

Nearly all illness has its origin in a weak Stomach and clogged bowels. Your food remains undigested and you are deprived of its health sustaining properties. Weakness and a general rundown condition soon overtake you. Be wise in time and provide proper aid, which suggests a fair trial of

**HOSTETTER'S STOMACH BITTERS**

### Children Cry for Fletcher's

# CASTORIA

The Kind You Have Always Bought, and which has been in use for over 30 years, has borne the signature of *Chas. H. Fletcher* and has been made under his personal supervision since its infancy. Allow no one to deceive you in this. All Counterfeits, Imitations and "Just-as-good" are but experiments that trifle with and endanger the health of Infants and Children—Experience against Experiment.

## What is CASTORIA

Castoria is a harmless substitute for Castor Oil, Paregoric, Drops and Soothing Syrups. It is pleasant. It contains neither Opium, Morphine nor other Narcotic substance. Its age is its guarantee. It destroys Worms and allays Feverishness. For more than thirty years it has been in constant use for the relief of Constipation, Flatulency, Wind Colic, all Teething Troubles and Diarrhoea. It regulates the Stomach and Bowels, assimilates the Food, giving healthy and natural sleep. The Children's Panacea—The Mother's Friend.

## GENUINE CASTORIA ALWAYS

Bears the Signature of

*Chas. H. Fletcher*

## In Use For Over 30 Years

The Kind You Have Always Bought

THE CENTAUR COMPANY, NEW YORK CITY.

### The Quarrel.

"I had an awful headache today, so I got out a lot of your old letters and read them."

"Well, that surely didn't make it feel any better, did it?"  
"Indeed it did. They acted as a counter-irritant, you know."

### Incurably.

"Love is blind, you know."  
"Self-love is, at any rate."—Boston Transcript.

### Sandwiched.

Knicker—"Where does Smith live?"  
Bocker—"Below his ideals and above his income."

Even a brave man, when he makes a bluff, hopes his bluff will win peaceably.

Opinions and visits should not be forced upon people.

### An Easy Way to Get Rid of Ugly Pimples

Bathe your face for several minutes with resinsol soap and hot water, then apply a little resinsol ointment very gently. Let this stay on ten minutes, and wash off with resinsol soap and more hot water, finishing with a dash of cold water to close the pores. Do this once or twice a day, and you will be astonished to find how quickly the healing resinsol medication soothes and cleanses the pores, removes pimples and blackheads, and leaves the complexion clear and velvety.

Resinsol ointment and resinsol soap stop itching instantly and speedily heal skin humors, sores, burns, wounds and chafing. Sold by all druggists.



## 10c Worth of DU PONT Will Clear \$1.00 Worth of Land



Get rid of the stumps and grow big crops on cleared land. Now is the time to clean up your farm while products bring high prices. Blasting is quickest, cheapest and easiest with Low Freezing Du Pont Explosives. They work in cold weather.

Write for Free Handbook of Explosives No. 69F, and name of nearest dealer.

DU PONT POWDER COMPANY  
WILMINGTON DELAWARE

### THE MAN WHO KNOWS

That is the man the shipper wants to sell his stock on the market. This is the man the shipper wants to handle his shipment in the yards. This is the kind of a MAN we keep in all departments. Try us with your next shipment. "Seeing is believing." We can "SHOW YOU." **TROWER, CHASE & McCOUN** LIVE STOCK EXCHANGE, KANSAS CITY, MO.

